

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Simmons Machine Tool

New York Manufacturing Extension Partnership

Simmons Machine Tool Corp. Partners with New York MEP for Continuous Improvement

Client Profile:

Simmons Machine Tool Corp. was founded in 1910 in Albany, New York and currently employs about 90 people. Simmons has expanded throughout the world and manufactures the broadest line of special machine tools for railway wheelset maintenance and production. The Simmons product portfolio includes underfloor machines for in-situ wheel profiling of locomotives, transit vehicles and high speed trains as well as many other tools such as metrology and measuring systems.

Situation:

Simmons engaged the Center for Economic Growth (CEG), the New York Manufacturing Extension Partnership's (NYMEP), a NIST MEP network affiliate, Capital District Regional Technology Development Center, to assist with process improvements related to Lean Enterprise training and implementation. The leadership team at Simmons identified the needed operational performance improvements for more effective and efficient management of the business, specifically, the need for efficient/cost-effective process and materials flow, plant layout issues, and productivity issues.

Solution:

CEG leveraged Lean Enterprise training and development to deliver process improvements throughout Simmons' manufacturing operation. These activities included evaluating the current state and working with the Simmons team to develop the future state. One example of a specific set of activities is the 5S (Sort, Set in Order, Shine, Standardize, Sustain) implementation which is ongoing as it is a critical component of continuous improvement. As with many Lean implementations, significant gains were realized when that training was leveraged in concert with focused Kaizen activities. With CEG's assistance, Simmons continues to make process improvements that are identified during ongoing Lean Kaizen events which have proven critical to enable increased throughput necessary to grow the business.

Results:

- * Increased sales by \$2 million.
- * Realized \$300,000 in cost savings.

Testimonial:

"CEG has been a key partner in Simmons' continuous improvement efforts. CEG provides more than just point solutions by acting as a general sounding board for the management team. We increased sales by \$2 million while generating cost savings of \$300,000 thanks to CEG's programs."

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David W. Davis, President & CEO